



Are you ready to be a part of something bigger? As one of Canada's Best Managed Companies, Mega Group values the talents and abilities of our employees and seeks to foster an open, cooperative, and flexible environment in which employees can thrive. Being a proudly Canadian company means we're always looking for smart, enthusiastic, and passionate team members who reflect the communities we serve. Join our team today and take pride in helping our neighbours turn their businesses into success.

Make an impact with our Sales team as a **Regional Sales Manager, QC & Atlantic** in a **Home office**.

**What you will do:**

- Execute annual territory sales plan to exceed annual Sales Goals.
- Collaborate with team members to achieve team goals set out in the annual plan.
- Continuously document and update sales activities in our CRM system.
- Maintain territory member segmentation, defining retailers in territory by volume, market, member engagement, member potential, etc.
- Identify common member needs and new opportunities to help develop and improve program offerings.
- Facilitate adoption of Mega Group Marketing and Merchandising programs to increase member sales and profit.
- Report on competitive information from the members and how it may affect Mega.
- Manage territory within provided budget prioritizing revenue and program targets.
- Provide the front-line integration and communication for Mega departments and feedback from the field to various Mega departments.

**Who you offer:**

- Minimum 5 years' experience in a sales role.
- Bilingualism (French/English) is required.
- Post-secondary education in a related field is considered an asset.
- Experience using a CRM system is considered an asset.
- Demonstrated experience in retail operations (preferably home goods) in Canada.
- Effective verbal and written communicator.
- Demonstrated ability to build and maintain strong relationships.
- Ability to work effectively within a remote team environment.
- Proficient knowledge of basic accounting principles, financial statements, marketing and merchandising.
- Must hold a valid driver's license and a reliable vehicle.
- Ability to travel one(1)to two(2) weeks per month or as required.

**What we offer:**

- Health and Dental coverage
- Health Care Spending Account
- Lifestyle Account
- Gainshare
- RRSP Plan
- Employee Assistance Program
- Social and charity committees
- Hybrid work possibilities

- Healthy work-life balance
- Positive company culture
- Training and development opportunities
- The personal fulfillment of supporting local businesses

**Who we are:**

Making independent retailers stronger is not just a tagline, it is our entire reason for being. For more than 55 years, Mega Group has provided a competitive edge to like-minded Canadian independent home goods retailers by providing programs and services that save them time and money. Entirely member-owned, Mega Group provides the combined expertise and scale in the areas of Retail financial support, Digital business, and Business Fundamentals that our members cannot easily access or afford on their own.

**Want to learn more? Check out our [website](#) and follow us on [Facebook](#).**

*Our goal is to support local businesses. We believe the best way to do that is by building a team with various backgrounds, cultures, and perspectives to help make our vision a reality. Diversity and inclusion fuel our innovative solutions and unite us with our members and the communities we serve. We have a nationwide, multicultural, and diverse member base - we want to reflect that inside our walls.*